THE TRINITY FORUM 2013

YAS Viceroy Hotel, Abu Dhabi | 29-31 January 2013

'Thought Leadership in Travel Retail'

Preliminary Agenda

(as of 17 January 2013)

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JANUARY 29

15.00 **Registration Opens**

19.00 **Opening Cocktail: Sponsored by DFS and Diageo** DFS DIAGEO

JANUARY 30

08.30 Welcome
Dermot Davitt, Deputy Publisher, The Moodie Report

08.35 Welcome
Angela Gittens, Director General, Airports Council International

08.45 Host's Opening Remarks
Mohammed Al Bulooki, Chief Commercial Officer, Abu Dhabi Airports Company

09.00 Ten Years of Trinity (including a special announcement)
Martin Moodie, Founder & Chairman, The Moodie Report, with a special 'Trinity' panel, including Muriel Zingraff-Shariff, Retail Concessions Director, London Heathrow Airport; Andrea Belardini, CEO Europe, The Nuance Group Europe; Francis Gros, Group Travel Retail Director, Luxottica; and Dan Cappell, Senior Vice President Commerical, Abu Dhabi Airports Company

09.50 Keynote Address
Philippe Schaus, Chairman & CEO, DFS Group

10.35 **Coffee Break: Sponsored by Nestlé International Travel Retail**

11.05 Film – Innovation in Travel Retail (1)
Marshall Arts International

11.15 A Trinity challenge issued; a Trinity challenge accepted
Roland Stieger, Commercial Director, Nestlè International Travel Retail
Peter Jacobson, Commercial Director Global Travel & Middle East, Diageo
Murat Akyildiz, Director Global Distributor and Travel Retail, P&G Prestige
Muriel Zingraff-Shariff, Retail Concessions Director, London Heathrow Airport;
Eugenio Andrades, Chief Commercial Officer, World Duty Free Group
Sue Gosling, Head of Global Experiential Marketing & Creative Solutions, World Duty Free Group

12.00 Taking Travel Retail to a New Level
Roland Abella, Managing Director, Diageo Global Travel & Middle East

12.40 Understanding the Luxury Chinese Traveler
Dr. Zhou Ting, Associate Professor of Beijing's University of International Business and Economics & Dean of Fortune Character Institute

13.10 **Lunch: Sponsored by American Express Foreign Exchange Services**

14.30 Destination Unknown
Are airports and their partners really delivering a Sense of Place?
René Baumann, Vice President – Commercial, Bangalore International Airport
Eric De Jager, CEO Travel Retail, Tourvest

15.15 Trinity Panel Discussion (1)
How can the Trinity raise its collective game to grow the pie for all? What more can each Trinity stakeholder do?
Susan Whelan, Senior Executive Vice President, King Power International Group (Thailand)
Keith Hunter, Senior Vice President, Qatar Duty Free
Barbara Lavernos, Managing Director, L'Oréal Luxe – Travel Retail Worldwide

16.15 **Coffee Break: Sponsored by Guylian Belgian Chocolate**

16.45 How Trinity Really Can Work – a Case Study
Peter-Jan Rozenberg, Director, Schiphol Airport Retail
Alan Brennan, Customer Marketing Manager; Nestlé International Travel Retail

17.30 **Conference closes**

19.15 **Pre-Gala Cocktails**

20.15 **Gala Dinner: Hosted by Abu Dhabi Airports Company**

JANUARY 31

08.45 **Film – Innovation in Travel Retail (2)**
Marshall Arts International

08.55 **Getting serious about innovation**
Rick Blatstein, CEO, OTG Management.

09.25 **Keynote Address**
Dag Rasmussen, Chairman and Chief Executive Officer, Lagardère Services

10.00 **Benchmarking Airport Commercial Revenues and Airport Commercial Quality**
Bill Matz, President, The S-A-P Group
Dr. Rafael Echevarne, Director of Economics, ACI

10.45 **Coffee Break: Sponsored by Al Nassma**

11.10 **`The Travel Retail Republic'**
A unique perspective on our industry
Jim Perry, Vice President and Managing Director, Global Travel Retail, Brown-Forman

11.40 **Best practice in a virtual world**
Shashank Nigam, CEO, SimpliFlying
Including best of the best case studies from 'The Moodies' Digital and Social Media awards 2012

12.30 **A Trinity panel discussion (2)**
How do we drive growth in the next decade?
Garry Stock, Chairman, James Richardson Duty Free
Andreas Fehr, Managing Director, Kraft Foods World Travel Retail
Carsten Nørland, Vice President Sales and Marketing, Copenhagen Airports

13.30 **Conference Closing remarks**

13:40 **Farewell Lunch**: **Sponsored by Airpinion**

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